

Monthly Indicators



October 2025

U.S. existing-home sales climbed 1.5% month-over-month and 4.1% year-over-year, reaching a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). The increase was partly driven by falling mortgage rates, which recently hit their lowest level in more than a year. Regionally, monthly sales advanced in the Northeast, South, and West, while the Midwest experienced a slight decline.

New Listings decreased 3.8 percent to 151. Pending Sales increased 20.3 percent to 148. Inventory increased 13.7 percent to 738.

Median Sales Price increased 11.3 percent from \$260,000 to \$289,500. Days on Market increased 59.6 percent to 83. Months Supply of Inventory increased 4.8 percent to 6.5.

Housing inventory edged up 1.3% from the previous month to 1.55 million units, 14.0% higher than the same period last year. This represents a 4.6-month supply at the current sales pace, according to NAR. The median existing-home price grew 2.1% year-over-year to \$415,200, continuing the trend of annual price gains. The Midwest saw the largest year-over-year increase in median sales price, followed by the Northeast and South, while prices remained mostly flat in the West.

Activity Snapshot

+ 13.5%

+ 11.3%

+ 13.7%

One-Year Change in
Closed Sales
All Properties

One-Year Change in
Median Sales Price
All Properties

One-Year Change in
Homes for Sale
All Properties

Residential activity in Clinton, Essex, Franklin, Hamilton, and Warren counties composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



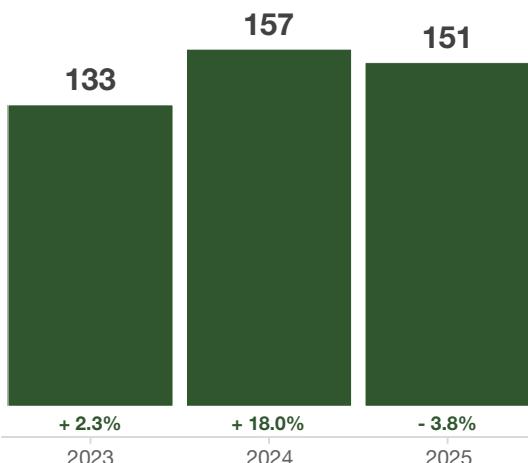
Key Metrics	Historical Sparkbars	10-2024	10-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		157	151	- 3.8%	1,590	1,752	+ 10.2%
Pending Sales		123	148	+ 20.3%	1,114	1,188	+ 6.6%
Closed Sales		133	151	+ 13.5%	1,030	1,074	+ 4.3%
Days on Market Until Sale		52	83	+ 59.6%	79	82	+ 3.8%
Median Sales Price		\$260,000	\$289,500	+ 11.3%	\$240,000	\$254,000	+ 5.8%
Average Sales Price		\$349,885	\$402,586	+ 15.1%	\$345,666	\$368,168	+ 6.5%
Percent of List Price Received		95.8%	95.4%	- 0.4%	95.5%	95.6%	+ 0.1%
Housing Affordability Index		141	135	- 4.3%	153	154	+ 0.7%
Inventory of Homes for Sale		649	738	+ 13.7%	—	—	—
Months Supply of Inventory		6.2	6.5	+ 4.8%	—	—	—

New Listings

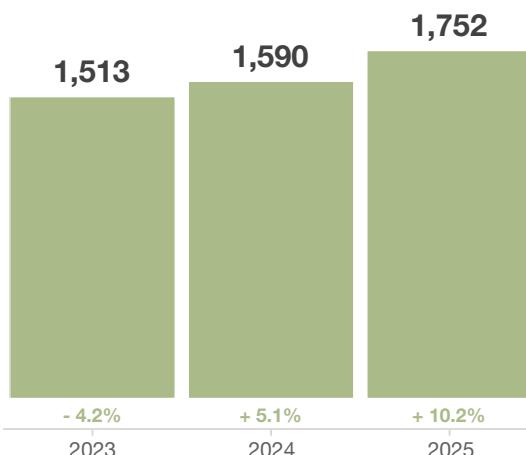
A count of the properties that have been newly listed on the market in a given month.



October

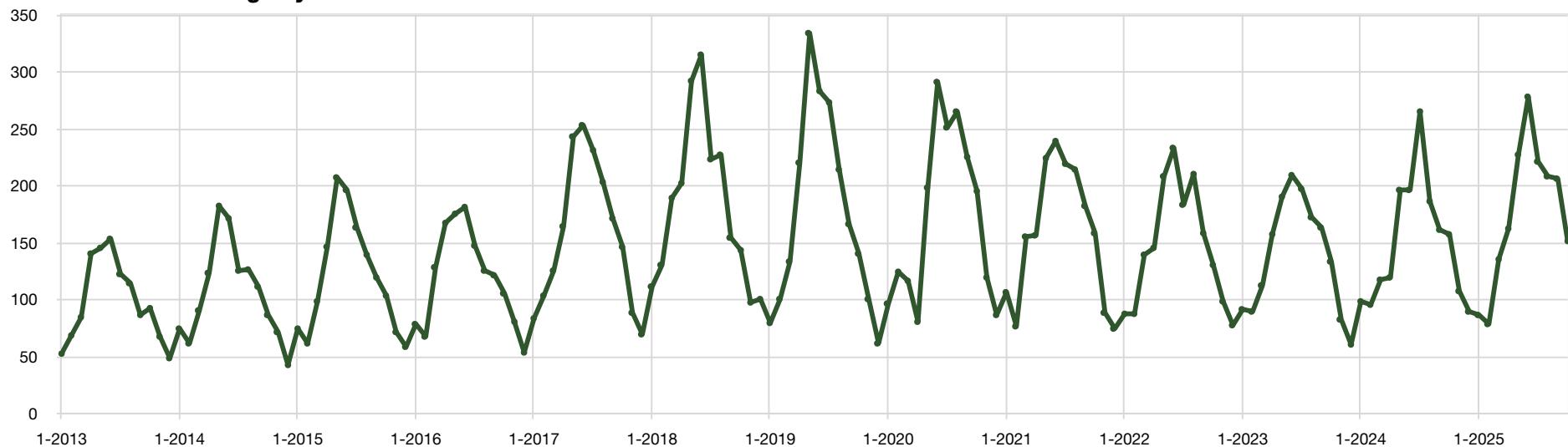


Year to Date



New Listings	Prior Year	Percent Change
November 2024	107	+ 30.5%
December 2024	89	+ 48.3%
January 2025	86	- 12.2%
February 2025	78	- 17.9%
March 2025	135	+ 15.4%
April 2025	162	+ 36.1%
May 2025	227	+ 15.8%
June 2025	278	+ 41.8%
July 2025	221	- 16.6%
August 2025	208	+ 11.8%
September 2025	206	+ 28.0%
October 2025	151	- 3.8%
12-Month Avg	162	+ 12.5%
	144	

Historical New Listings by Month



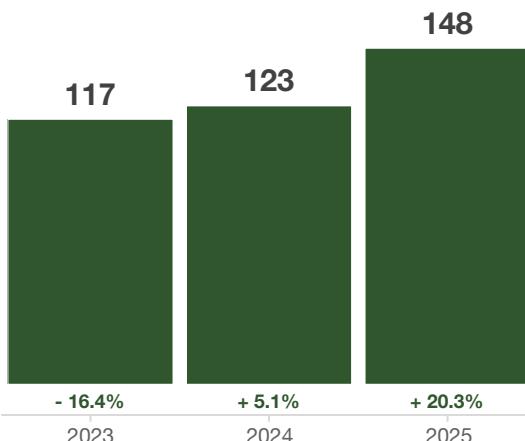
Pending Sales

A count of the properties on which offers have been accepted in a given month.

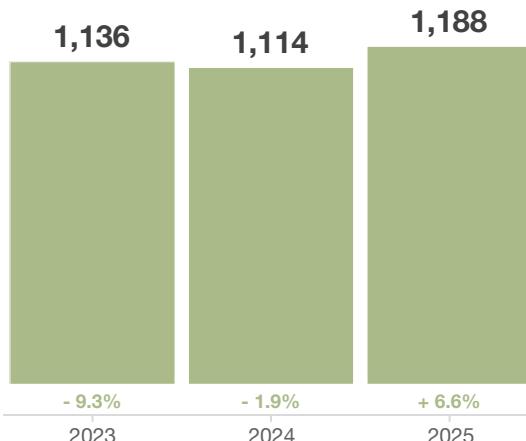


Adirondack-Champlain Valley
MULTIPLE LISTING SERVICE

October



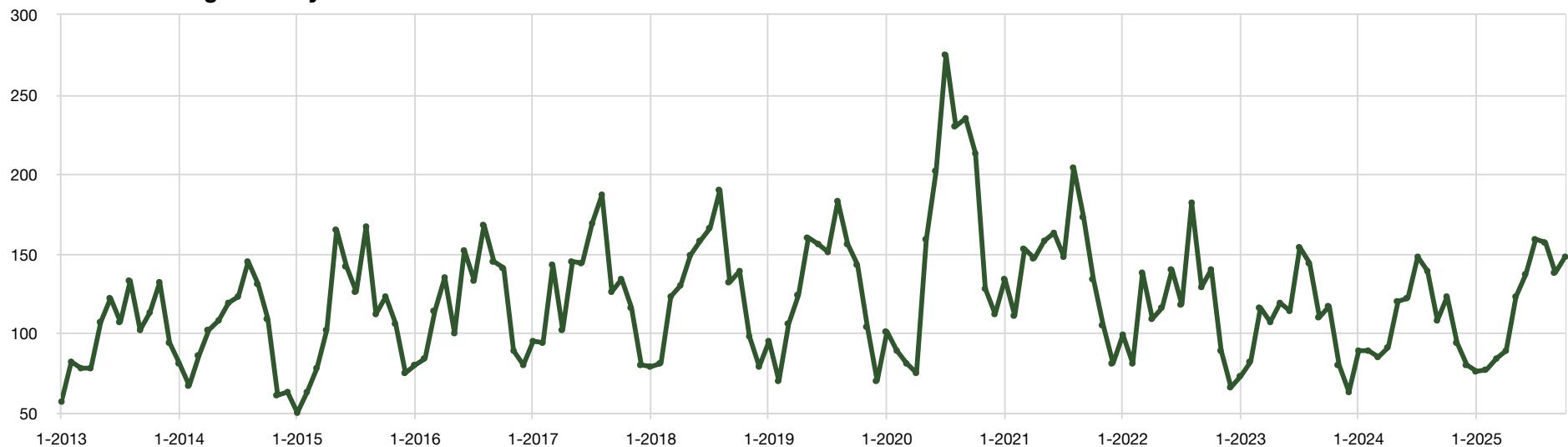
Year to Date



Pending Sales

	Prior Year	Percent Change
November 2024	94	+ 17.5%
December 2024	80	+ 27.0%
January 2025	76	- 14.6%
February 2025	77	- 13.5%
March 2025	84	- 1.2%
April 2025	89	- 2.2%
May 2025	123	+ 2.5%
June 2025	137	+ 12.3%
July 2025	159	+ 7.4%
August 2025	157	+ 12.9%
September 2025	138	+ 27.8%
October 2025	148	+ 20.3%
12-Month Avg	114	+ 8.6%

Historical Pending Sales by Month

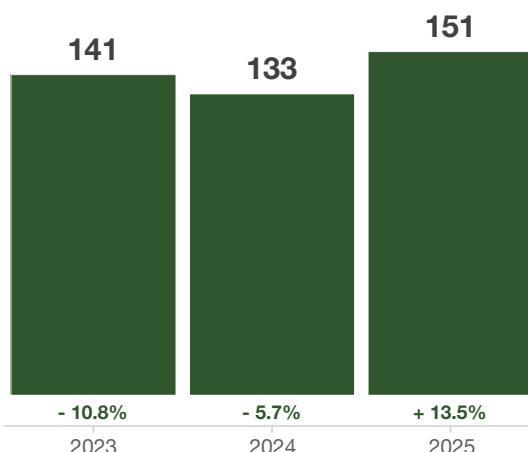


Closed Sales

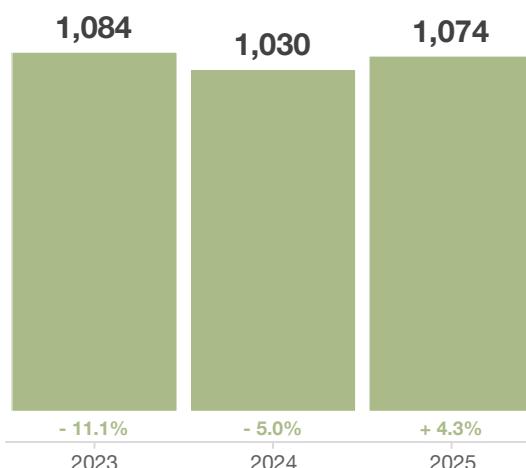
A count of the actual sales that closed in a given month.



October



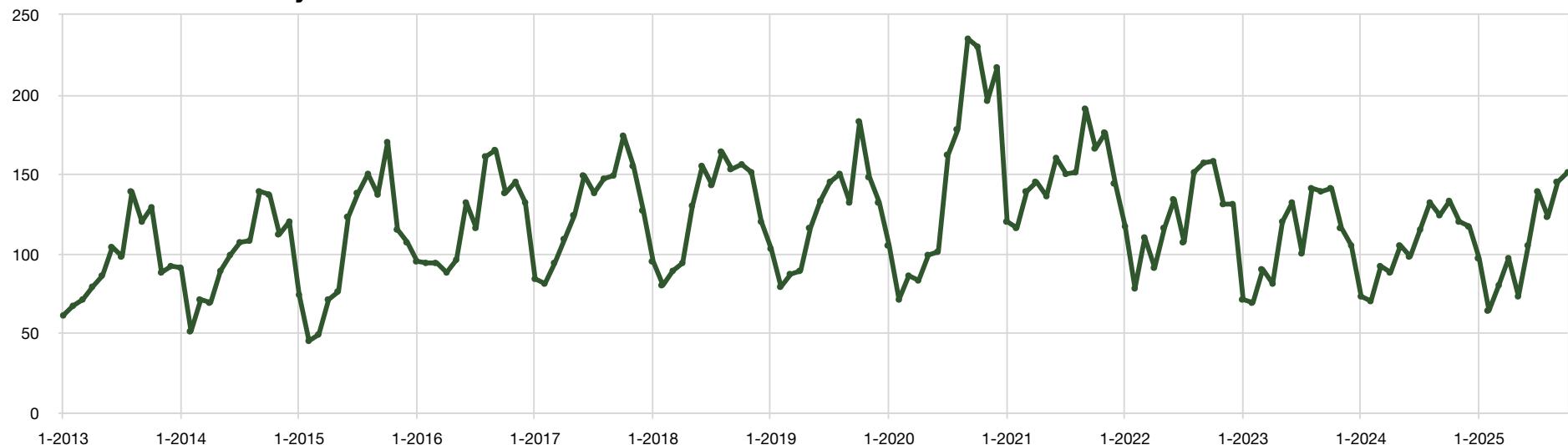
Year to Date



Closed Sales

	Prior Year	Percent Change
November 2024	120	+ 3.4%
December 2024	117	+ 11.4%
January 2025	97	+ 32.9%
February 2025	64	- 8.6%
March 2025	80	- 13.0%
April 2025	97	+ 10.2%
May 2025	73	- 30.5%
June 2025	105	+ 7.1%
July 2025	139	+ 20.9%
August 2025	123	- 6.8%
September 2025	145	+ 16.9%
October 2025	151	+ 13.5%
12-Month Avg	109	+ 4.8%

Historical Closed Sales by Month

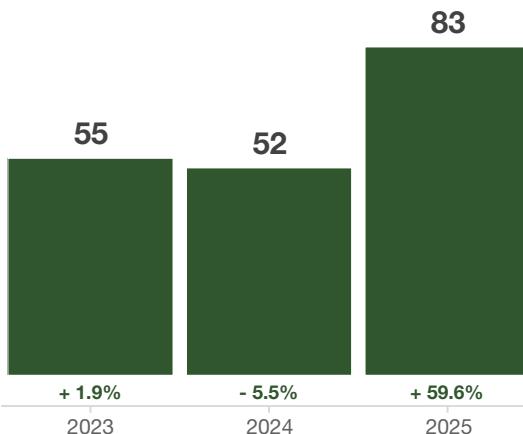


Days on Market Until Sale

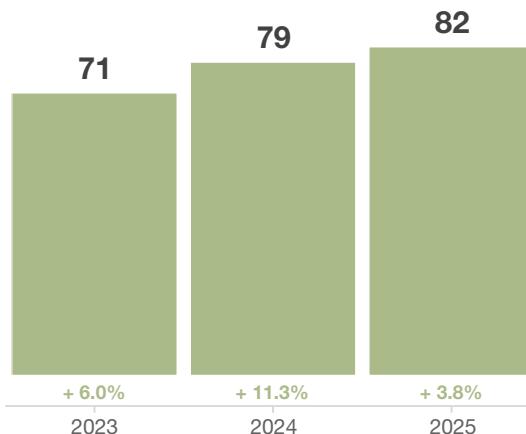
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



Year to Date

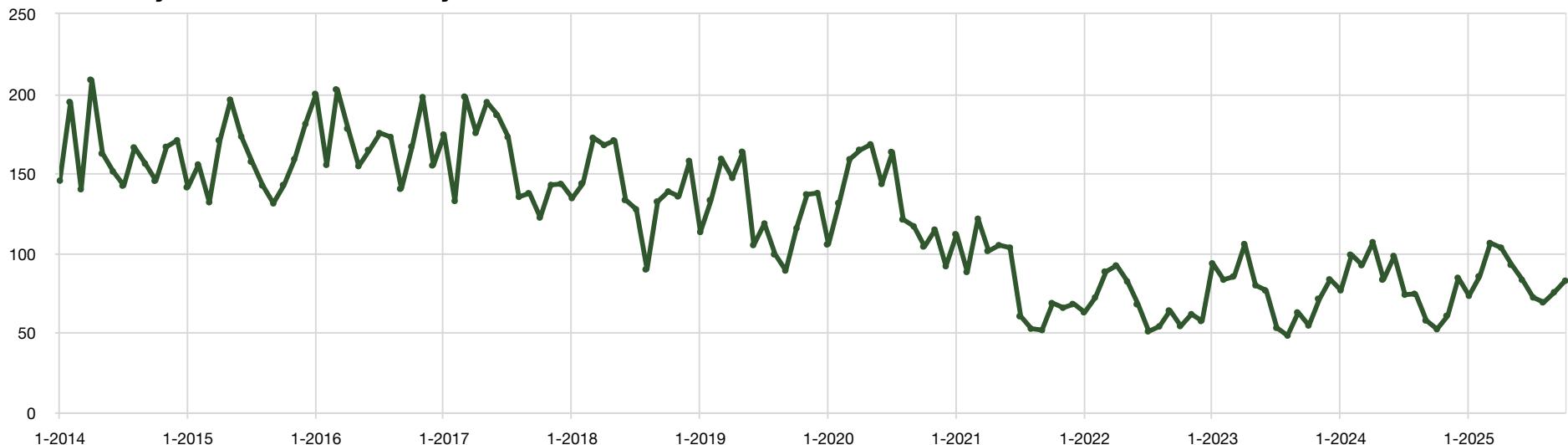


Days on Market

	Prior Year	Percent Change
November 2024	61	- 14.1%
December 2024	84	+ 1.2%
January 2025	73	- 5.2%
February 2025	85	- 14.1%
March 2025	106	+ 15.2%
April 2025	103	- 3.7%
May 2025	93	+ 12.0%
June 2025	83	- 15.3%
July 2025	72	- 2.7%
August 2025	69	- 6.8%
September 2025	75	+ 29.3%
October 2025	83	+ 59.6%
12-Month Avg*	81	79
		+ 2.7%

* Days on Market for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



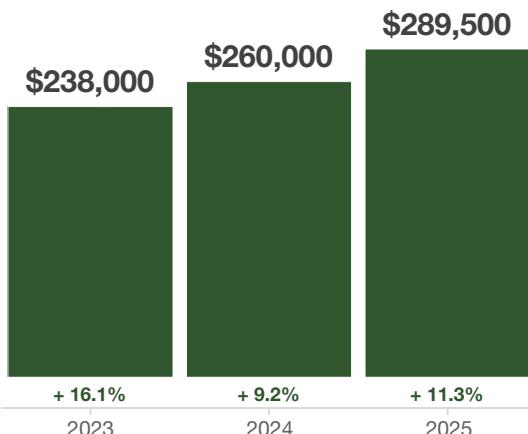
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

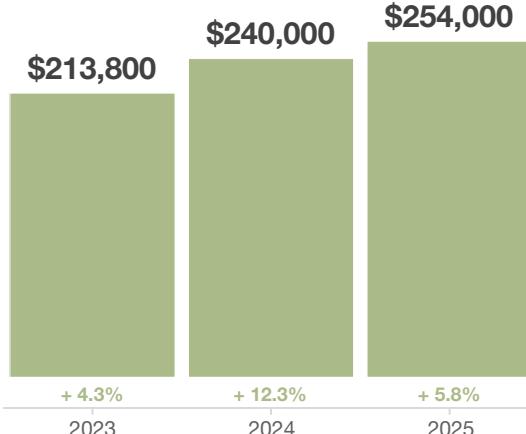


Adirondack-Champlain Valley
MULTIPLE LISTING SERVICE

October



Year to Date



Median Sales Price

	Median Sales Price	Prior Year	Percent Change
November 2024	\$252,000	\$219,500	+ 14.8%
December 2024	\$239,000	\$250,000	- 4.4%
January 2025	\$215,000	\$200,000	+ 7.5%
February 2025	\$197,850	\$170,000	+ 16.4%
March 2025	\$262,500	\$190,000	+ 38.2%
April 2025	\$238,000	\$235,000	+ 1.3%
May 2025	\$255,000	\$225,000	+ 13.3%
June 2025	\$246,000	\$264,000	- 6.8%
July 2025	\$240,000	\$235,000	+ 2.1%
August 2025	\$290,000	\$248,500	+ 16.7%
September 2025	\$275,000	\$276,900	- 0.7%
October 2025	\$289,500	\$260,000	+ 11.3%
12-Month Avg*	\$250,000	\$240,000	+ 4.2%

* Median Sales Price for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month



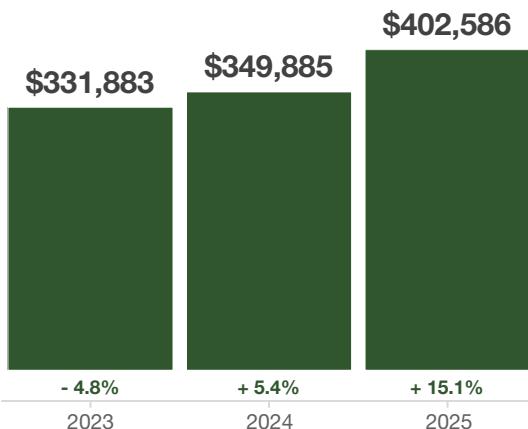
Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

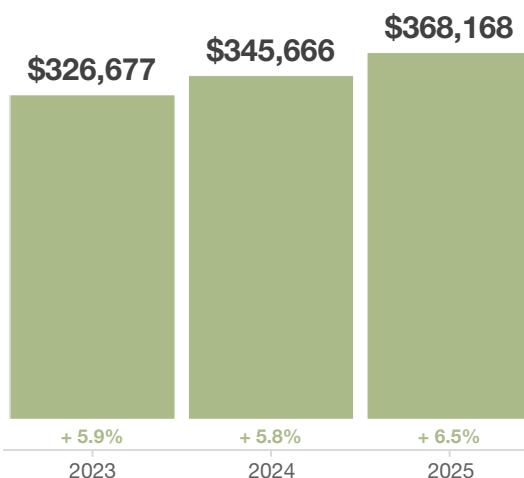


Adirondack-Champlain Valley
MULTIPLE LISTING SERVICE

October



Year to Date

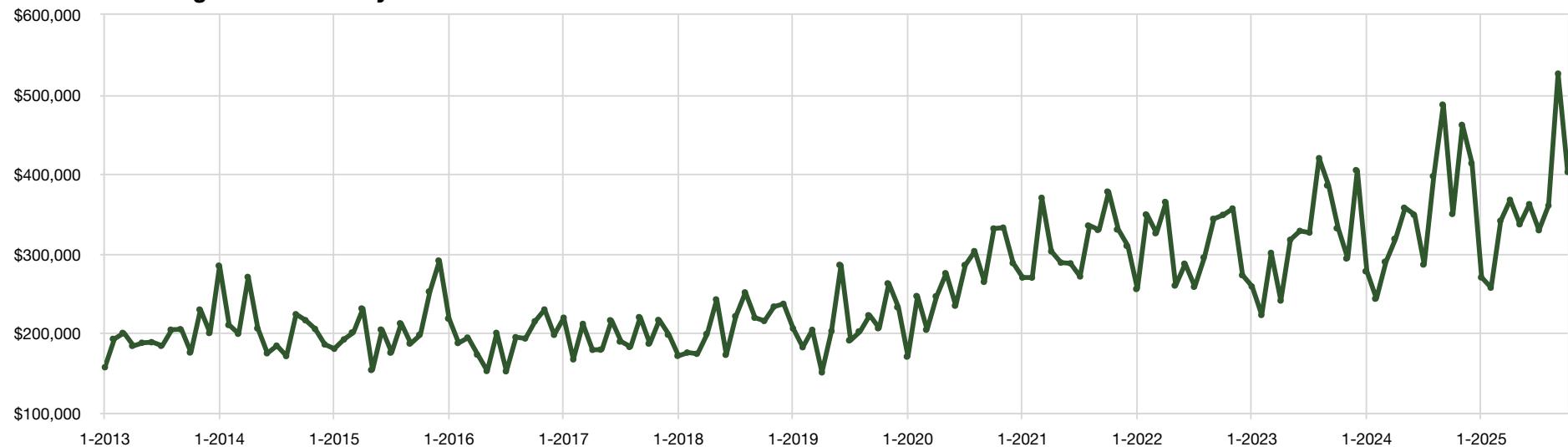


Avg. Sales Price

	Avg. Sales Price	Prior Year	Percent Change
November 2024	\$461,688	\$293,879	+ 57.1%
December 2024	\$413,456	\$404,817	+ 2.1%
January 2025	\$270,131	\$277,808	- 2.8%
February 2025	\$257,169	\$243,325	+ 5.7%
March 2025	\$341,192	\$289,731	+ 17.8%
April 2025	\$367,507	\$318,495	+ 15.4%
May 2025	\$336,887	\$357,584	- 5.8%
June 2025	\$362,022	\$348,854	+ 3.8%
July 2025	\$329,413	\$286,262	+ 15.1%
August 2025	\$360,374	\$397,309	- 9.3%
September 2025	\$526,148	\$487,180	+ 8.0%
October 2025	\$402,586	\$349,885	+ 15.1%
12-Month Avg*	\$380,718	\$345,782	+ 10.1%

* Avg. Sales Price for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month

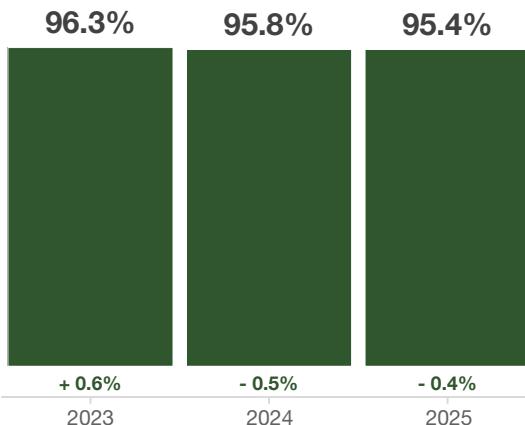


Percent of List Price Received

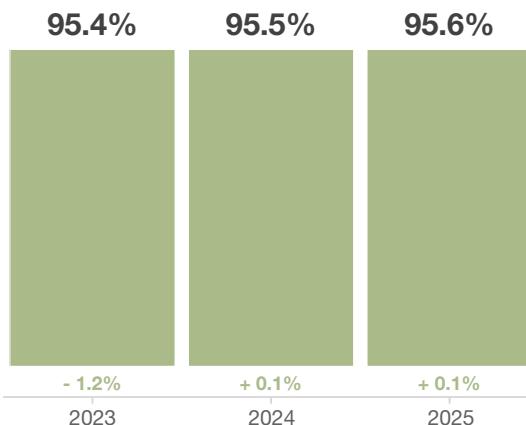
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



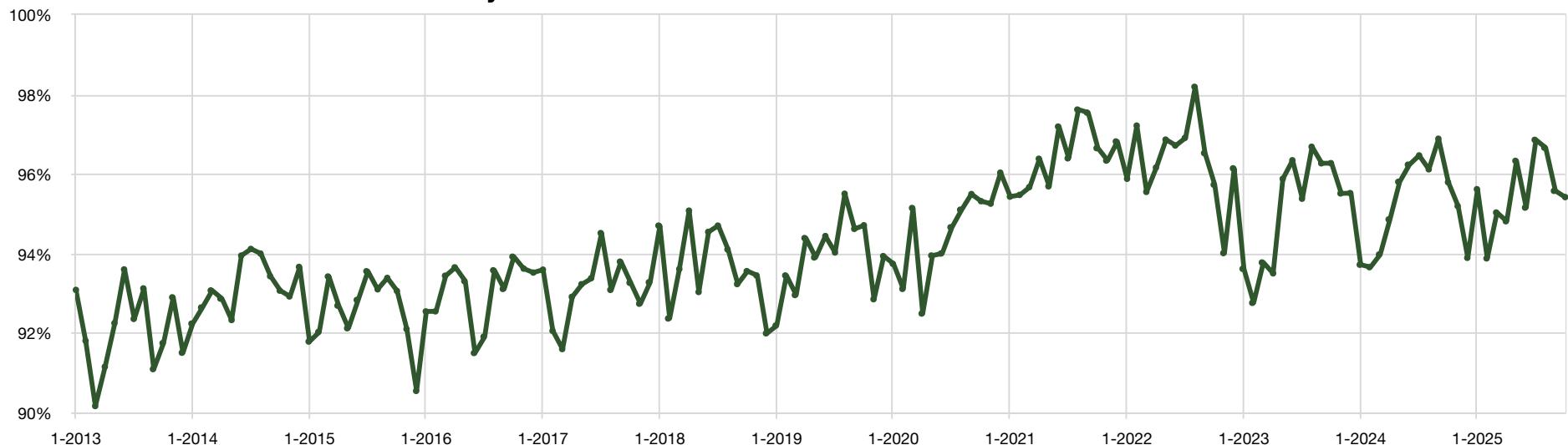
Year to Date



Pct. of List Price Received	Prior Year	Percent Change
November 2024	95.2%	95.5% - 0.3%
December 2024	93.9%	95.5% - 1.7%
January 2025	95.6%	93.7% + 2.0%
February 2025	93.9%	93.7% + 0.2%
March 2025	95.0%	94.0% + 1.1%
April 2025	94.8%	94.9% - 0.1%
May 2025	96.3%	95.8% + 0.5%
June 2025	95.2%	96.2% - 1.0%
July 2025	96.9%	96.5% + 0.4%
August 2025	96.7%	96.1% + 0.6%
September 2025	95.6%	96.9% - 1.3%
October 2025	95.4%	95.8% - 0.4%
12-Month Avg*	95.4%	95.5% - 0.1%

* Pct. of List Price Received for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

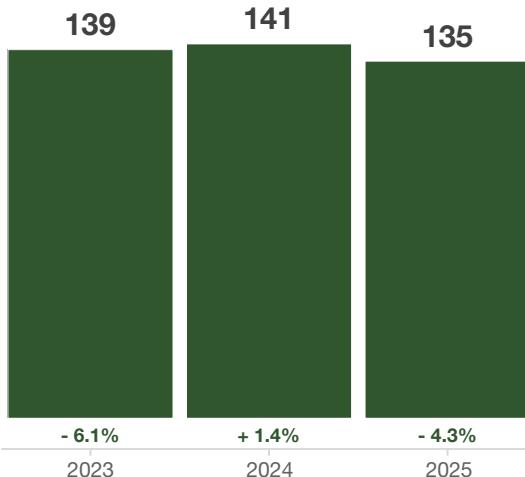


Housing Affordability Index

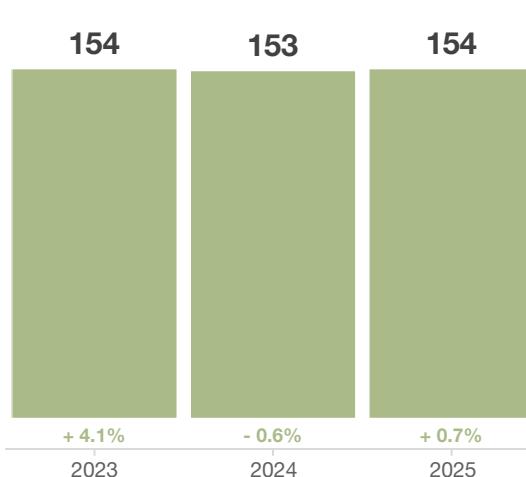
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



October

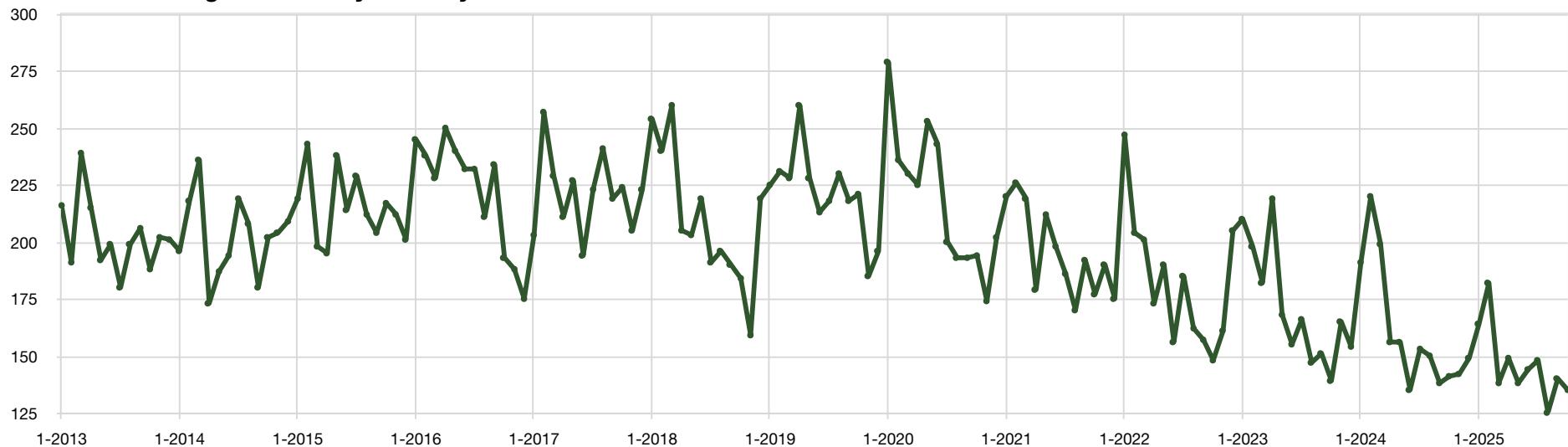


Year to Date



Affordability Index	Prior Year	Percent Change
November 2024	142	-13.9%
December 2024	149	-3.2%
January 2025	164	-14.1%
February 2025	182	-17.3%
March 2025	138	-30.7%
April 2025	149	-4.5%
May 2025	138	-11.5%
June 2025	144	+6.7%
July 2025	148	-3.3%
August 2025	125	-16.7%
September 2025	140	+1.4%
October 2025	135	-4.3%
12-Month Avg	146	-10.4%

Historical Housing Affordability Index by Month

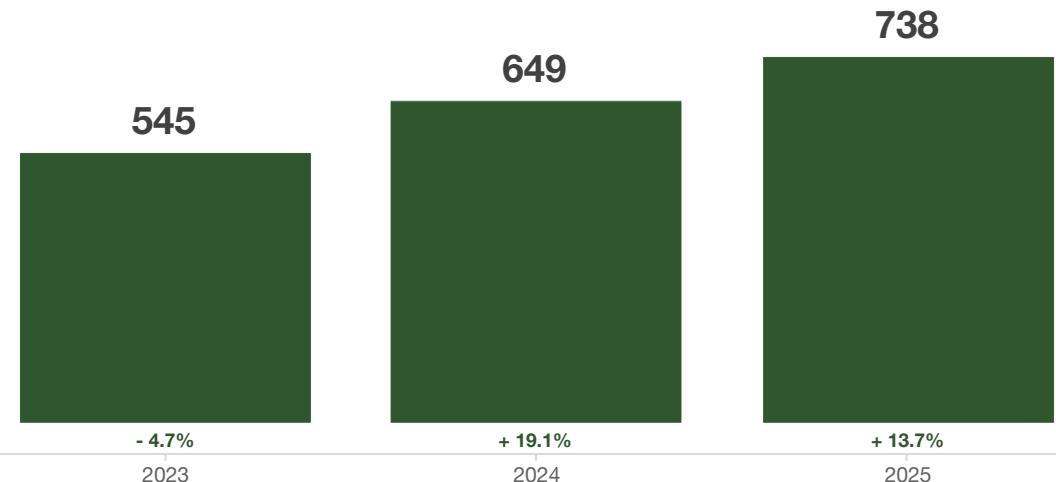


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

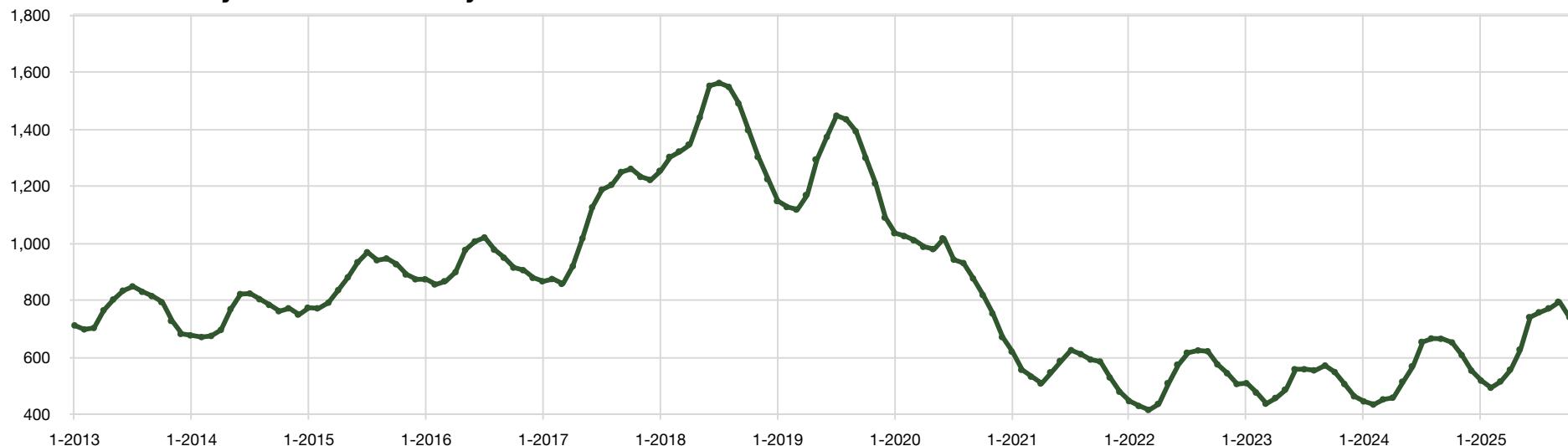


October



Homes for Sale	Prior Year	Percent Change
November 2024	605	+ 20.3%
December 2024	550	+ 19.6%
January 2025	515	+ 16.5%
February 2025	490	+ 13.7%
March 2025	512	+ 14.0%
April 2025	553	+ 21.5%
May 2025	624	+ 22.1%
June 2025	738	+ 30.6%
July 2025	755	+ 16.0%
August 2025	769	+ 16.0%
September 2025	792	+ 19.6%
October 2025	738	+ 13.7%
12-Month Avg	637	+ 18.6%

Historical Inventory of Homes for Sale by Month

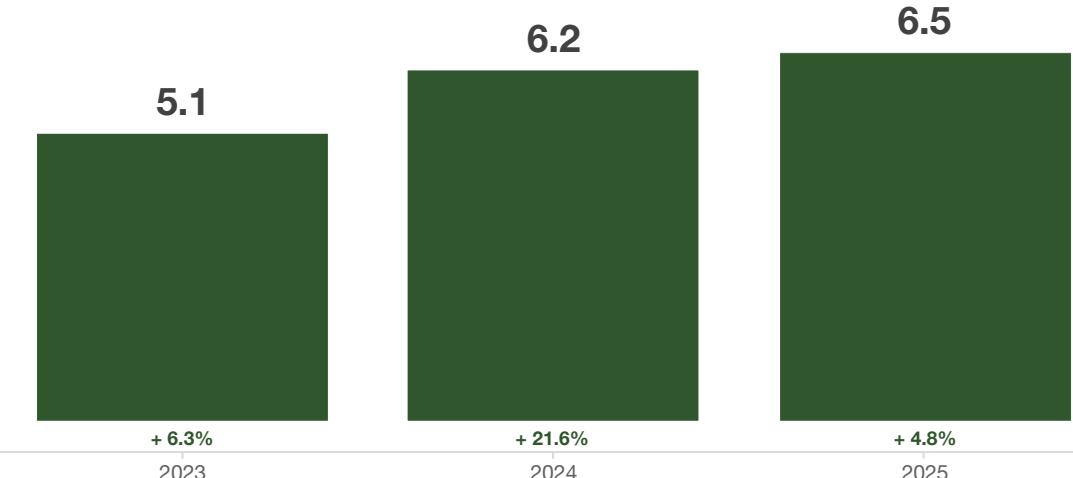


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



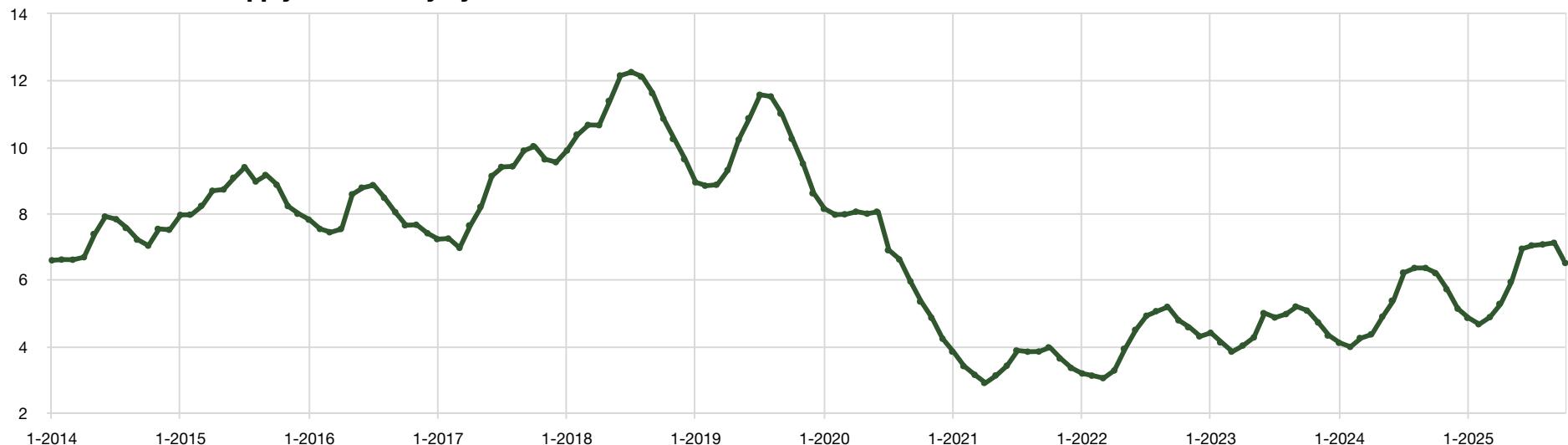
October



Months Supply	Prior Year	Percent Change
November 2024	5.7	+ 21.3%
December 2024	5.1	+ 18.6%
January 2025	4.8	+ 17.1%
February 2025	4.7	+ 17.5%
March 2025	4.9	+ 16.7%
April 2025	5.3	+ 20.5%
May 2025	5.9	+ 20.4%
June 2025	6.9	+ 27.8%
July 2025	7.0	+ 12.9%
August 2025	7.1	+ 12.7%
September 2025	7.1	+ 10.9%
October 2025	6.5	+ 4.8%
12-Month Avg*	5.9	5.1
		+ 16.4%

* Months Supply for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



Area Overview

New Listings, Closed Sales, Median Sales Price, Homes for Sale, and Months Supply are based on monthly figures.



	New Listings			Closed Sales			Median Sales Price			Homes for Sale			Months Supply		
	10-2024	10-2025	+ / -	10-2024	10-2025	+ / -	10-2024	10-2025	+ / -	10-2024	10-2025	+ / -	10-2024	10-2025	+ / -
Clinton	68	61	- 10.3%	58	64	+ 10.3%	\$219,000	\$242,800	+ 10.9%	187	188	+ 0.5%	4.4	4.0	- 9.1%
Essex	40	27	- 32.5%	28	32	+ 14.3%	\$455,000	\$324,950	- 28.6%	174	212	+ 21.8%	6.6	8.3	+ 25.8%
Franklin	30	42	+ 40.0%	31	34	+ 9.7%	\$240,000	\$269,500	+ 12.3%	178	237	+ 33.1%	7.3	9.2	+ 26.0%
Fulton	0	0	0.0%	0	0	0.0%	—	—	—	0	0	0.0%	—	—	—
Hamilton	1	5	+ 400.0%	6	9	+ 50.0%	\$313,500	\$665,000	+ 112.1%	29	32	+ 10.3%	8.3	6.6	- 20.5%
Herkimer	2	1	- 50.0%	3	1	- 66.7%	\$1,040,000	\$2,550,000	+ 145.2%	25	8	- 68.0%	8.1	3.5	- 56.8%
Lewis	0	1	—	0	0	0.0%	—	—	—	2	1	- 50.0%	—	—	—
Oneida	1	0	- 100.0%	1	1	0.0%	\$255,000	\$110,000	- 56.9%	4	3	- 25.0%	2.4	3.0	+ 25.0%
Saratoga	5	7	+ 40.0%	0	3	—	—	\$248,000	—	22	21	- 4.5%	14.0	5.4	- 61.4%
St Lawrence	3	1	- 66.7%	5	1	- 80.0%	\$381,000	\$375,000	- 1.6%	19	15	- 21.1%	7.9	6.3	- 20.3%
Warren	4	4	0.0%	1	6	+ 500.0%	\$602,514	\$379,950	- 36.9%	6	15	+ 150.0%	2.8	5.4	+ 92.9%
Washington	3	1	- 66.7%	0	0	0.0%	—	—	—	2	3	+ 50.0%	2.0	2.0	0.0%
Other	0	0	0.0%	0	0	0.0%	—	—	—	0	0	0.0%	—	—	—